	Part	1 : Sales	Rep P	Performance	
Sala Raz	IA I B. kass	Varrance to Quota	Quota	1% of Quota	Forecast
Sales Rep	Actual Bookings	236, 388	350,600	168%	600,000
Larson, T	588, 388 293 774	143,774	250,000	158%	410,000
harraldi, J	393, 77 y 274, 875	- 25,12S	300,000	92%	324,000
Mullean R	259,383	34,383	225,000	115%	275,000
Mulligan, R Brown, S	234,983	84,983	150,000	157/0	260,000
Wotrsek, G	186,352	-3,648	190,000	98%	210,000
	183, 936	-16,062	260,000	92%	205,000
Albright, G Levenson, B	165, 733	-9,267	175,000	95%	143,000
Jones, S	134, 796	-5, 204	140,000	96%	149,000
Leshan, G	124,874	75,126	200,000	6290	132,000
Tetracelli, S	48,737	-1,263	50,000	9790	50,000
Cartwright, B	43,875		100,000	44%	50,000
hirard, J	26,883	-48,117	75,000	36%	50,000
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